



RSF-1



Metropolitan Borough of Wirral

Success Story



The world never stops...



High-Availability.Com has won a contract worth £45,000 against fierce Sun competition to provide its RSF-1 (Resilient Server Facility) solution to Wirral Council – www.wirral.gov.uk.

The contract is to cluster a variety of core, 24x7 applications to run on the council's recently acquired dual Sun 6900 enterprise systems. Key factors in Wirral's decision to choose HAC's RSF-1 solution were price, reduced complexity, reliability and demonstrable total cost of ownership across the full system lifespan. Each Sun 6900 has multiple domain capability and the council purchased the RSF-1 software for two initial domains – with HAC providing the ability to switch on additional domains at no additional cost.

"Wirral have invested in a £2.4m hardware infrastructure solution as part of the modernising government project", says Wirral Council's Colin Fisher. "The systems that will run on this hardware are critical to Wirral and their clients, and investing in RSF-1's clustering solution will help to ensure the availability of these important applications

"This is one of the largest deals we have won so far this year," says senior account manager Andy Ostcliffe, "and it is especially satisfying in respect of the fact that we won it against very tough competition – for a prestigious and demanding client that is a mature and fastidious user of IT. It also marks our continued excellent penetration of the local government sector where we forecast continued rapid business growth".

"RSF-1 installation is expected to take around four days, with on-site training for the council's IT staff and on-going support, the RSF-1 proposal had clear advantages over our competitors where typical installation times took up to six weeks and required a four-man team to complete the work. Our proposal also saved the council a very considerable sum when compared with proposed competitive mandatory external training overheads".

